
CANADA - MANITOBA

Crop Insurance

Annual Report

1986-87*

**The Manitoba
Crop Insurance
Corporation**

*For the year ending March, 1987



**Agriculture
Canada**

**Manitoba
Agriculture**





CANADA - MANITOBA Crop Insurance

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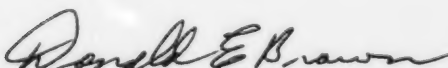
January 20, 1988

To the Honourable Leonard E. Harapiak,
Minister of Agriculture,
Winnipeg, Manitoba.

Dear Sir:

Presented herewith is the Twenty-Eighth Annual Report of The Manitoba Crop Insurance Corporation for the fiscal year ended March 31, 1987.

Respectfully submitted,



Donald E. Brown, Chairperson
Board of Directors



Agriculture
Canada

Manitoba
Agriculture
Crop Insurance
Corporation



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Board of Directors

F.A. Tufford, Chairperson
(Resigned February 8, 1987)
D.E. Brown, Chairperson
(Appointed February 9, 1987)
P.A. Rattai, Vice-Chairperson
M.J. Sotas
N.H. Huminicki
W.D. Sloane

Officers

R.G. Dalglish, B.S.A., M.B.A.,
General Manager and Board Secretary
D.E. Forsberg, B.S.A., M.Sc.,
Assistant General Manager and Director of
Field Division
M.J. Gagne, C.M.A.,
Director of Finance & Administration
H.R. Nelson, B.S.A., M.Sc.,
Director of Research & Planning
J.B. Hughes, LL.B., Q.C.,
Legal Counsel

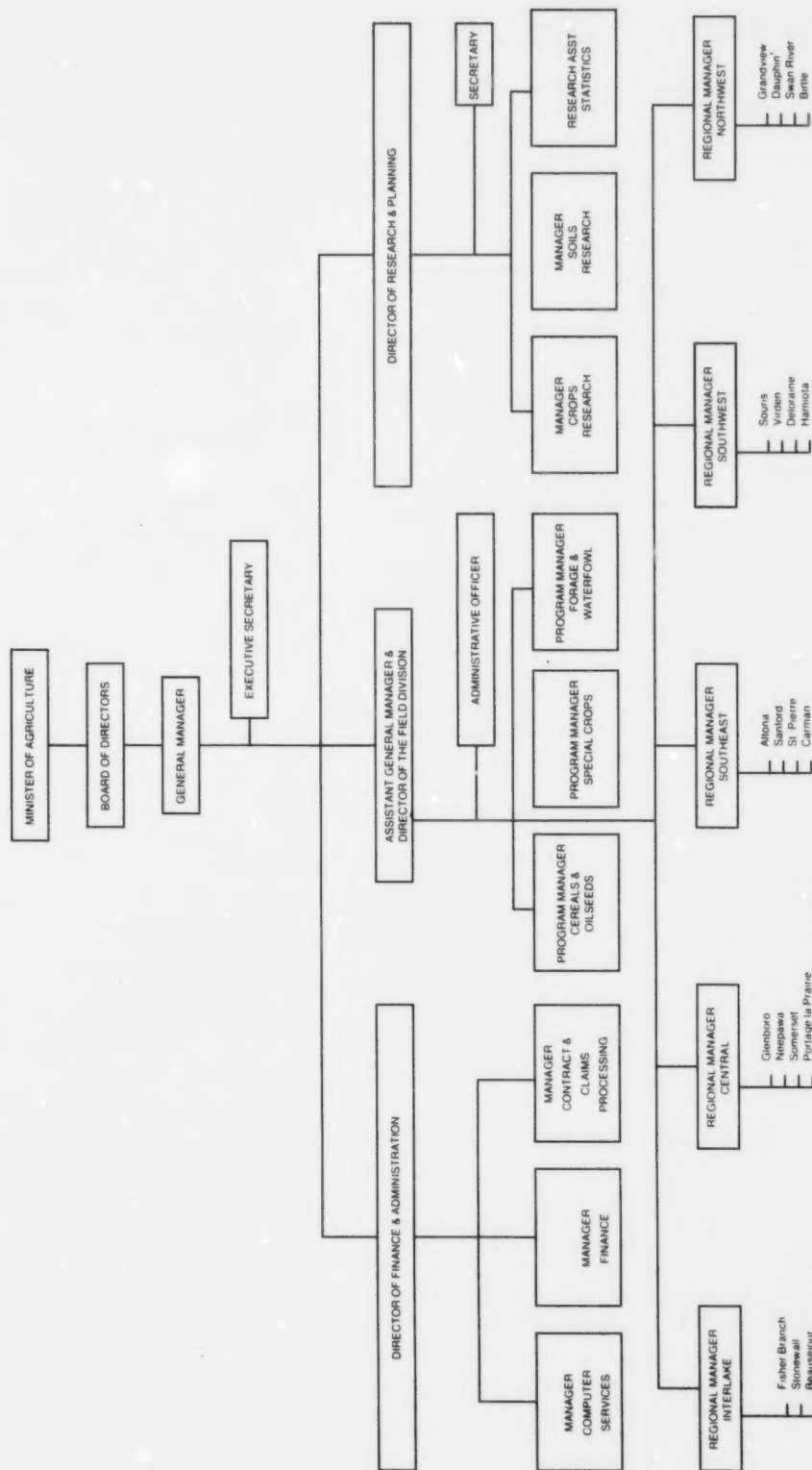
Objectives

1. To provide an opportunity to Manitoba farmers to protect their cash investment in their seeded crops from all uncontrollable natural hazards, thereby increasing the income of insured farmers in years when they suffer a crop loss and increasing the income of the entire rural economy in years when widescale crop loss occurs.
2. To provide an opportunity to Manitoba livestock producers in designated municipalities to protect their investment in their livestock operation in those years when hay crops are poor due to uncontrollable natural hazards.
3. To provide additional hail insurance coverage on a spot loss basis as a service to farmers enrolled in the all-risk program.
4. To provide a loss adjusting service to the Department of Natural Resources which administers a compensation program for farmers who suffer crop losses due to certain species of wildlife and to administer a compensation program, on behalf of the Canada and Manitoba Governments, to farmers who suffer crop losses due to migratory waterfowl.

Board Meetings

Fourteen meetings of the Board of Directors were held.

Organization Chart — The Manitoba Crop Insurance Corporation



Financial Contributions by Governments of Canada and Manitoba

The Government of Canada provides financial assistance to the Canada-Manitoba Crop Insurance Program by contributing 50 per cent of the total premium required each year. The Federal Government's contribution to this program totalled \$23,094,597 for the 1986/87 fiscal year.

The Government of Manitoba contributes all of the administration costs, which totalled \$4,322,833 for the 1986/87 fiscal year.

General Manager's Report

The 1986 crop was generally a good one, although cool wet weather delayed harvest and resulted in considerable quality loss, particularly for crops such as rapeseed. Eventually, most of the crops were harvested and very few went unharvested over winter. In total, all-risk premiums for 1986, including the Federal Government share, amounted to \$42.3 million. This compares to total indemnities of \$36.6 million.

Because of generally good moisture conditions throughout the province, the 1986 hay crop was also very good. As a result, only three municipalities qualified for a payout under the Livestock Feed Security Program. Total premium income amounted to \$4.7 million compared to indemnities of \$14,000.

As a result of 1986 operations, the Canada reinsurance account in respect of Manitoba increased by \$6.9 million, and ended the year with a balance of \$31.6 million. The Manitoba reinsurance account increased by \$3.5 million and ended the year with a balance of \$3.5 million. The reserve account began and ended the year with a nil balance.

The 1986 crop year was not serious as far as hail was concerned. The Additional (Part II) Hail Program paid out \$6.5 million in indemnities compared to premium income of \$8.3 million. The reserve account ended the year with a balance of \$1.8 million.

Because of the cool wet weather, crops were still in the field during the annual waterfowl migration. Compensation payments and administration amounted to \$1.0 million compared to the budgeted \$3.3 million.

For 1986, the Corporation insured for the first time vegetable root crops (carrots, parsnips, rutabagas,

and cooking onions), honey, and pedigreed alfalfa seed.

The research division worked on development of an "enhanced coverage" feature for the all-risk program. This feature, available for the 1987 crop year, is designed to increase a farmer's coverage to 80% of the long term average yield, compared to the usual 70%, in the year immediately following a significant crop loss within the risk area. This new feature recognizes that farmers need to have more coverage after they have suffered from the effects of a significant crop loss. This new feature is now available in Manitoba, Alberta, and Saskatchewan, although it varies slightly in each province.

The Corporation continued to make modifications to its administrative systems. The Computer Services Unit finalized its review and the Corporation went "on-line" in January, 1987. All new applications, change forms, seeded acreage reports, claims, accounting transactions, etc. were all placed on the new system. Although some delay and inconvenience was experienced in making the conversion, the potential to speed up service to the insured farmer quickly became evident. In 1988, farmers should see considerably faster service.

Considerable work was undertaken on developing a new Crop Insurance Act which was eventually passed into law by the Manitoba legislature in 1987. The new legislation resulted in many changes to bring the Act up to date. The most significant change was to require that regulations for each program must spell out the methodology for calculating premiums and coverages. Approval of the specific calculations is now a responsibility of the Board of Directors. The previous legislation required all calculations to be approved by regulation. The new approach considerably streamlines the process for obtaining approval of the upcoming crop insurance program, while at the same time increasing control over program changes by the provincial cabinet.

1986 Crop Conditions

With the exception of the Southwest, all regions had many crops that could not be harvested in 1985 due to cool wet weather and they therefore went under the snow. Heavy rains in April of 1986 delayed harvesting of these crops until May. Those which were eventually harvested were of low quality.

By mid-May, less than 5% of the intended crop area had been seeded with planting operations in most regions not even started. Seeding became general in the third week of May, and by the end of May was

from 85% complete in all but the Eastern and Interlake regions.

Grasshoppers began to appear as early as the first week of June in the Central Region. Early June brought predominantly dry conditions through most regions of the province which contributed to poor germination in some regions and uneven crop emergence on late seeded crops. By mid-June grasshoppers were a significant problem in the Virden and Melita districts. Forage crops were in good condition in nearly every area in the province. Spraying of the winter wheat for leaf rust started in the Southwest Region in mid-June. The third week of June brought a hail storm to the Fisher Branch area and frost in the Eastern Region. Tan spot was reported on wheat in the Central and Northwest Regions.

There was a heavy rainfall in some areas of the Central and Eastern Regions in early July causing some damage. The third week of July brought heavy rainfalls in the Interlake Region with reports of 150 — 175 mm in some areas. The excessive moisture has caused some problems with haying operations, and some lodging of crops. A hail storm in the Hartney and Russell areas caused heavy damage to crops. By the end of July, 80 - 85% of the wheat and barley was headed and 10 - 20% of the rapeseed and flax was in the podded or bolted growth stage. Crops were generally in good condition throughout the province.

Heavy amounts of rainfall in the last week of July and first week of August contributed to an increased incidence of leaf disease in cereal crops. Specifically, tan spot, rust, and septoria were affecting cereal crops in all regions. Hail storms in Waskada and Shoal Lake districts and in the Fisher Branch and Ashern areas caused significant

damage in early August. Most of the winter wheat had been harvested by mid-August with significant yield reductions due to stem rust and leaf diseases. The second cut of hay was better than the first cut in most regions.

Frost was reported in areas of the Central, Northwest, Interlake and Eastern Regions in early September with only light damage. Uneven germination and crop development caused harvesting operations to progress slowly in many areas of the province due to the maturity difference in the stands. This was a major problem in the Central Region with a large portion of the wheat grading #3 CWRS due to the large percentage of green kernels. The first two weeks of September were also relatively cool and wet causing harvesting delays. By the third week of September, 70% of the wheat, 80 - 90% of the barley and 50 - 60% of the rapeseed was harvested.

Late September and early August were cool and overcast, severely limiting harvest progress. Much of the unharvested crop remained in the swath by mid-September and with the wet weather conditions, the quality of the crop was significantly affected. In the Northwest Region, special crops were very late and peas and lentils sprouted and rotted in the fields. This was also true in the Morris area.

By the end of October, harvesting of cereals, rapeseed and flax was virtually complete in all but the Portage la Prairie and south Riding Mountain areas of the province. Weather conditions during the harvesting period resulted in both yield and quality loss in the crop. Winter hay and feed supplies were above normal in all regions of the province.

Monthly Summary of Precipitation

April - October 1986

	1. Western Manitoba	2. West Red River Valley	3. East Red River Valley	4. Interlake	Dauphin	Swan River
Number of Days With At Least a Trace of Precipitation						
April	13.3	18.3	10.8	15.7	2.0	12.0
May	9.8	10.5	9.0	8.7	8.0	13.0
June	13.5	14.8	11.5	13.0	16.0	18.0
July	18.3	18.3	16.5	17.0	9.0	10.0
August	12.5	11.8	11.0	9.3	24.0	11.0
September	14.3	16.5	17.3	14.3	13.0	15.0
October	12.3	10.5	8.3	8.7	5.0	5.0
Total Precipitation in Millimeters						
April	38.3	96.4	81.9	69.1	9.2	21.1
May	69.9	48.0	47.9	35.1	50.7	61.8
June	74.2	74.1	68.4	49.3	85.6	83.2
July	119.6	119.5	110.7	94.8	26.2	57.2
August	28.1	22.2	26.2	30.1	241.7	108.4
September	47.8	39.9	66.9	64.4	75.3	49.0
October	23.4	13.4	19.3	14.8	14.1	12.8
Percentage of Normal Precipitation						
April	120.8%	235.5%	207.5%	190.3%	29.0%	93.0%
May	154.3%	74.8%	76.3%	67.0%	107.0%	147.0%
June	96.0%	98.5%	69.3%	61.0%	99.0%	109.0%
July	155.5%	158.3%	140.5%	135.0%	41.0%	82.0%
August	43.8%	32.5%	35.3%	47.3%	354.0%	164.0%
September	99.0%	77.5%	122.0%	112.7%	128.0%	91.0%
October	92.5%	44.0%	57.3%	45.3%	49.0%	49.0%
Average Monthly Temperature Difference from Normal in Degrees Celsius						
April	0.2	0.6	1.5	1.2	3.2	3.1
May	1.8	1.8	2.4	2.4	1.4	2
June	0.1	1.3	-0.2	-0.7	-2.9	-2.7
July	-0.5	-0.1	0.0	0.0	-0.9	-0.5
August	-0.6	-0.6	-1.1	0.1	-2.7	-1.5
September	-1.3	-1.1	-0.8	-1.0	-2.4	-1.5
October	0.0	-0.6	-0.8	-0.4	-0.6	-0.2

NOTES

1. Average of four Climatological Stations: Brandon C.D.A., Hamiota, Birtle, Pierson
2. Average of four Climatological Stations: Portage la Prairie A, Morden C.D.A., Morris, Winnipeg International Airport
3. Average of four Climatological Stations: Emerson, Sprague, Steinbach, Beausejour
4. Average of three Climatological Stations: Ashern, Arborg, Gimli.

1986 Causes of Loss — Summary

In 1986 the major cause of loss was excess moisture which accounted for 28.9% of the total losses for the year. Other substantial causes of loss included frost, drought, and hail which resulted in 26.2%, 21.1%, and 9.0% of the total loss respectively. This does not include losses paid under the Hail Spot Loss Option or indemnities paid for losses due to excess moisture under the Unseeded Acreage program.

The heaviest losses occurred with buckwheat where 25.9% of the liability carried by the Corporation was paid out. The Corporation also paid out a significant proportion of the liability on lentils (17.0%), and on fall rye (16.2%). Programs which had the least liability paid out were: barley (2.8%), field beans (3.6%), and canaryseed (3.8%). The following two tables summarize the causes of loss and the per cent of liability paid out by crop and cause of loss for 1986.

1986 Causes of Loss All Crops — All Province

Cause	Dollar Loss*	Per Cent of Total Loss
Excess Moisture	\$ 7,034,361.29	28.9
Frost	6,379,006.05	26.2
Drought	5,123,368.95	21.1
Hail	2,181,420.79	9.0
Dry Seed Bed	708,798.67	2.9
Heat	666,036.49	2.7
Wind	351,892.68	1.4
Soil Crusting	235,978.65	1.0
Disease	222,110.53	0.9
Grasshoppers	199,467.59	0.8
Miscellaneous	1,218,354.22	5.0
All Causes	24,320,795.91	

*Does not include losses due to Hail Spot Loss or Unseeded Acreage Option which are designed to cover a specific loss and are outside of the all-risk total production guarantee. A separate premium is charged for each of these.

Canada-Manitoba Crop Insurance Program 1986 Experience*

Crop	Percent of Liability Paid	Major Causes of Loss Indemnity as % of Total Indemnified Loss					
Buckwheat	25.9%	Frost	42.1%	Ex. Moist.	33.8%	Drought	17.0%
Lentils	17.0%	Ex. Moist.	50.1%	Drought	17.4%	Frost	16.4%
Fall Rye	16.2%	Drought	27.0%	Hail	14.9%	Ex. Moist.	12.0%
Winter Wheat	13.9%	Hail	23.5%	Ex. Moist.	16.9%	Heat	10.8%
Fababeans	13.1%	Drought	74.5%	Ex. Moist.	15.0%	Frost	9.3%
Rapeseed	12.1%	Frost	32.3%	Ex. Moist.	23.9%	Drought	22.5%
Grain Corn	11.9%	Frost	38.3%	Ex. Moist.	25.6%	Drought	8.3%
Mustard	11.7%	Frost	31.4%	Ex. Moist.	19.1%	Drought	17.4%
Sunflowers	11.2%	Frost	30.6%	Ex. Moist.	19.7%	Drought	14.0%
Field Peas	8.8%	Ex. Moist.	63.3%	Hail	10.0%	Drought	8.8%
Utility Wheat	8.1%	Frost	32.0%	Ex. Moist.	27.5%	Drought	22.6%
Timothy Seed	7.2%	Ex. Moist.	59.5%	Heat	17.8%	Drought	12.2%
Oats	6.1%	Drought	31.6%	Ex. Moist.	22.5%	Frost	18.5%
Silage Corn	5.0%	Frost	45.7%	Ex. Moist.	26.1%	Wind	13.0%
RS Wheat	4.8%	Frost	33.0%	Ex. Moist.	23.7%	Drought	20.8%
Sugar Beets	4.7%	Drought	43.7%	Heat	29.7%	Hail	3.5%
Flax	4.2%	Frost	32.3%	Ex. Moist.	29.0%	Drought	18.1%
Mixed Grain	4.2%	Drought	46.2%	Ex. Moist.	23.0%	Frost	13.3%
Durum Wheat	4.2%	Drought	25.1%	Hail	19.6%	Frost	14.6%
Canary Seed	3.8%	Ex. Moist.	34.5%	Frost	25.7%	Drought	12.6%
Field Beans	3.6%	Ex. Moist.	53.3%	Frost	32.8%	Hail	14.0%
Barley	2.8%	Ex. Moist.	32.7%	Drought	24.9%	Hail	12.9%

*Does not include loss under the Hail Spot Loss or Unseeded Acreage Options

All-Risk Program Features

Crops Insured:

Red spring wheat, utility wheat, amber durum wheat, oats, barley, mixed grain, fall rye, buckwheat, flax, rapeseed, sunflowers, mustard, field peas, grain corn, sugar beets, potatoes, fababeans, lentils, canaryseed, field beans, triticale, silage corn, soybeans, pedigreed timothy seed with seedling establishment option, cultivated forage for hay production and forage hay establishment option.

Test programs were introduced for winter wheat, pedigreed alfalfa seed, honey and vegetable crops including onions, carrots, parsnips and rutabagas. In addition, separate coverage was offered for Argentine and Polish rapeseed to reflect the relative yield potential of each type.

Designated Perils:

Drought, excessive moisture (including flooding), frost, hail, wind (including tornado), disease (including rust), insect pests and wildlife.

Options:

- (a) **Hail Spot Loss** — enables the all-risk coverage to be paid out on a spot loss basis regardless of the yield on the rest of that field or other fields. Coverage must be selected on or before April 30, and covers only those insurable crops selected by the Insured for all-risk coverage. Coverage per acre is limited to the all-risk coverage as determined by the Insured's Seeded Acreage Report. The premium is shared by the Government of Canada.
- (b) **Unseeded Acreage Insurance** — covers loss from failure to seed land because of excess moisture.

Additional (Part II) Hail Insurance:

Is available to all-risk contract holders on any or all of the 27 insurable crops. Premium rates are based on crop insurance risk areas rather than on a township basis, thereby providing a more stable rate for the entire area. Coverage can be selected at any time during the growing season. Insured farmers pay all the premium and administration costs of this program.

Productivity Index:

Basic coverage in tonnes per acres is determined on the basis of soil productivity. Since variability increases as soil productivity decreases, the same basic premium is charged for all soils in a risk area. This results in an appropriate premium rate for each soil type.

Risk Areas:

Manitoba has been divided into fifteen areas of similar risk on the basis of climate, soils, topography and history of crop production. In crops where adequate information exists, premium rates are established on a risk area basis.

Individual Coverage Adjustment:

Coverage is adjusted on an individual basis according to each farmer's own crop insurance record. Newly insured farmers are assigned the basic risk area average coverage for the particular soil zones on which they operate. If a farmer has infrequent or small losses it is assumed he has above average yields and coverage is adjusted upwards. Alternately, high losses on a consistent basis will result in the farmer's coverage either remaining at basic or being adjusted downwards.

Premiums Discounts and/or Surcharges:

Starting in 1985, premium discounts are handled similar to coverage. Favorable experience, as indicated by no losses or infrequent or small losses, result in premiums being discounted by as much as 25 per cent. Unfavorable experience, as indicated by consistent and high losses, result in premiums being surcharged by as much as 25 per cent. Insured farmers with high discounts (up to 50 per cent) under the previous discount system retain their discount until they: have a claim, move to a higher discount on the new system, or until they cancel their existing contract.

Coverage Increases in Stages:

With the exception of potatoes and sugar beets, coverage applies in two stages. Crops destroyed or damaged prior to June 25 are covered at 50% of full

coverage. After June 25, crops are covered at 100% of full coverage. With potatoes and sugar beets, coverage increases in three and four successive stages respectfully which correspond with increased cash investments made by the insured farmer.

Reseeding Benefit:

This benefit has been brought into the program to compensate the insured farmer for having to reseed due to an insurable hazard. With the exception of sugar beets, the farmer can receive 25% of the full coverage on the originally seeded crop, provided that the parcels of land are at least 20 acres in size. The original crop must be destroyed and the reseeded crop must be eligible for and covered by crop insurance. Sugar beets qualify for 15% of full coverage on parcels of 20 acres or more.

Crop Adjustments:

Claims for individual crops are adjusted separately. Insured farmers receive indemnity payments based on the difference between their coverage and the amount of harvested production. If applicable, harvested production is discounted if the crop is of poor quality.

If all the crop is lost prior to harvesting, the claim can be finalized immediately. If only part of the crop is damaged and the farmer wishes to put the land to another use, the acres to be destroyed will be

appraised to determine the production still remaining on those acres. Once the remaining crop has been harvested, the appraised production on the destroyed acres are combined with the harvested production to determine if a claim is payable.

Landlord Insurance:

Crop insurance is available to a landlord who resnts on a crop share basis. The tenant must also be insured.

Optional Dollar Values Available:

Insured farmers have the option of selecting any one of three different dollar values for each tonne of coverage per acre. This allows producers to tailor their coverage more closely to their individual coverage requirements.

Quality Guarantee:

If the grade of the farmer's harvested crop is below the guaranteed grade for that crop, the harvested yield is factored downward in proportion to the difference in value of the harvested grade and the guaranteed grade.

The guaranteed grades for the insurable crops are set out in the following table "1986 M.C.I.C. All-Risk Insurable Crops and Options".

1986 M.C.I.C. All-Risk Insurable Crops and Options

Insurable Crops	Final Seeding Date	Guaranteed Grade	Dollar Option/t		
			Low	Med	High
Barley	June 20	#1 Feed	\$ 75	\$ 90	\$105
Buckwheat	June 20 Area "B"	#3 Canada	120	145	170
	June 25 Area "A"				
Canary Seed	June 10	Less than 4% Hulled	160	190	220
Corn - Grain	May 25 Area "B"	#3 C.W.	90	105	125
	June 1 Area "A"				
- Silage	June 10	35% Dry Matter	12	15	18
Fababeans	May 25	#3 Canada	120	140	160
Fall Rye - Harv 86		#3 Canada	90	110	130
Fall Rye - Harv 87	Sept 25/86	#3 Canada	65	70	75
Field Peas	June 10	#3 C.W.	120	145	170
Field Beans - White)	June 1 Area "B"		220	260	300
	June 5 Area "A"				
- Black & Pinto	June 5 Area "A"	#2 Canada			
Flax	June 20	#2 Canada	200	240	280
Lentils	June 1	#2 Canada	220	260	300
Mixed Grain	June 20	55 kg/hl	65	80	95
Mustard	June 20	#1 Canada	180	215	250
Oats	June 20	#1 Feed	65	80	95
Potatoes		Marketable Prod.	60	70	80
- maturing late	June 5				
- maturing early	June 15				
Rapeseed		#1 Canada	200	240	280
- Argentine	June 10 Area "B"				
	June 15 Area "A"				
- Polish	June 20 Area "B"				
	June 25 Area "A"				
Soybeans	June 1	#2 Canada	180	220	260
Sugar Beets	June 15	125 kg/t	25	30	35
Sunflowers	June 10	#1 Canada	180	215	250
Triticale	June 10	#2 Canada	100	120	140
Wheat -					
- Red Spring	June 20	#2 C.W.R.S.	110	130	150
- Amber Durum	June 20	#3 C.W.A.D.	110	130	150
- Utility	June 20	#1 C.U.	100	120	140
- Winter - Harv 86		#2 C.W.R.W.	100	120	140
- Harv 87	Sept 15/86		90	100	110

Insurable Options

	Final Seeding Date	Guaranteed Grade	Dollar Option/		
			Low	Med	High
Hail Spot Loss					
Unseeded Acreage:					
Soil Zones A-H			\$ 15	\$ 20	\$ 25
Soil Zones I-J			10	15	20
Honey Production:			800	950	1100
Vegetable Crops:					
Rutabagas	June 25	Marketable Prod.	85	100	115
Cooking Onions	June 1	Marketable Prod.	80	100	120

Carrots	June 15	Marketable Prod.	60	80	100				
Parsnips	June 5	Marketable Prod.	120	160	200				
Cultivated Forage for Hay: 1986			35	40	45				
Alfalfa, Alfalfa Grass Mixture, Grasses, Sweet Clover									
Forage Seed Production:									
Pedigreed Alfalfa Seed		% Germ 70 or more	1100	1300	1500				
Pedigreed Timothy Seed		% Germ 70 or more	360	430	500				
Forage Hay Establishment:									
		Low		High					
		A**	B***	A**	B***				
Alfalfa		15.00	30.00	20.00	40.00				
Alfalfa Grass Mixtures		10.00	20.00	15.00	30.00				
Grasses (Spring Seeded)		10.00	20.00	15.00	30.00				
Grasses (Fall Seeded)		10.00	20.00	15.00	30.00				
Sweet Clover		5.00	10.00	7.50	15.00				
Pedigreed Seed Establishment:									
15.00	30.00	20.00	40.00	Timothy (spring seeded)					
15.00	30.00	20.00	40.00	Timothy (fall seeded)					
15.00	30.00	20.00	40.00	Alfalfa Seed					
Livestock Feed Security:									
		Dollar Coverage Per Animal							
Dairy Cows	60	80	100	120	140	160	180	200	220
Beef Cows	60	80	100	120	140	160	180	200	220
Bulls	60	80	100	120	140	160	180	200	220
PMU Horses	60	80	100	120	140	160	180	200	220
Steers & Heifers	60	80	100	120					
Sheep	20	40	60						
Goats	20	40	60						

* — \$ per acre in all cases except Honey & Cultivated Forage for Hay which is \$/tonne and Livestock Feed Security which is \$ coverage per animal.

A** — Seeded with a Companion Crop

B*** — Seeded without a Companion Crop

Program Issues and Research

The two most significant changes for the 1987 program included the "enhanced coverage" feature and the "floating dollar option" concept.

Manitoba included an enhanced coverage feature similar to Saskatchewan and Alberta for all the major crops for 1987. The purpose of the feature is to provide additional coverage in the event of widespread consecutive losses. In Manitoba, any time losses in a risk area in the previous year are at least two times the total premium income for the risk area, coverage will be enhanced to 80% of the long-term average yield for the specified crops for all Insureds in that risk area who were insured the previous year.

For 1987 the specified crops included: wheat, oats, barley, flax, rapeseed, mustard, sunflowers, buck-

wheat, field peas, field beans, fababeans, lentils, soybeans, canaryseed, triticale, grain corn, silage corn, mixed grain, fall rye, winter wheat, pedigreed timothy seed and honey.

A premium load was calculated on the basis of the frequency and size of losses which would have occurred in Manitoba from 1967 to 1985. Historical information was obtained from crop insurance loss experience files and yield questionnaire information. Premiums were loaded on a risk area basis for crops where premiums are calculated on a risk area basis and on an all province basis for crops where premiums are calculated on an all province basis.

The need for such a feature was demonstrated by the ad hoc programs introduced in western Canada following the droughts of 1984 and 1985. Farmers were clearly less able to absorb the 30% deductible for two or more consecutive years.

Due to the significant drop in market value of the major crops grown in western Canada and due to the fact that the crop insurance program must be sold starting in January prior to planting, provision was made to offer a higher dollar value in April should market conditions improve between December and March. Insured farmers were quoted a minimum dollar value in January but were given the option to select the higher or floating option should it become available prior to April 30, the final date for making changes to your contract for the coming year.

Winter wheat coverage was expanded to the entire province for 1987. Coverage was deleted for stem rust as a registered control became available for this peril. Because coverage was no longer provided for stem rust, the premium rate for winter wheat was reduced from 110% to 105% of hard red spring wheat for each risk area.

Heavy grain corn losses in 1985 (losses amounted to 90% of total liability) resulted in significant premium increases for 1987. In addition to adjusting the premium rate for grain corn the Corporation restricted the varieties of grain corn eligible for coverage according to heat unit requirements. To be eligible for coverage varieties must also be currently recommended by Manitoba Agriculture.

Due to a lack of data for assigning mustard coverage, the 1987 coverage for mustard was converted from a district basis to 83.25% of rapeseed coverage in each risk area. This figure is based on the all province mustard yields relative to the all province rapeseed yield. Premium rates continued to be calculated on a district basis.

The lentil premium rate was loaded for deficit recovery by 1.9%. The field bean and soybean rates were adjusted to use the 1981 field pea rate as the basis for the theoretical calculation. The original rate taken from peas was based on the modified loss cost formula calculation which did not relate to loss experience for field beans and soybeans.

Heavy losses in potatoes in 1982, 1983 and 1984 resulted in a significant deficit in this program. The original premium rate calculated in 1969 was revised to take into account potato loss experience 1969 - 1985. The new premium rate thus calculated was loaded for deficit recovery on the basis of the deficit relative to total coverage amortized over 5 years.

In 1986, the first year coverage was offered for cooking onions, carrots, rutabagas and parsnips, the same premium rate was charged for all four crops. The reason for the single rate was a lack of data. For 1987, the Corporation had one year of actual insurance experience and was able to

establish separate premium rates for each of the four crops. In addition, the Corporation measured the yields of all insured growers for 1986 and incorporated this information into the 10 year average for each grower. This procedure will continue until each grower is assigned their own 10 year average yield.

The final date for selecting coverage for 1987 for unseeded acreage, pedigreed alfalfa seed and pedigreed timothy seed was moved to August 31 of the year prior to prevent bias selection in these programs.

Losses in the Cultivated Forage Program since inception (1976-1985) have been approximately 1.72 times total premium income. Premium rates to date had been established totally on the basis of the theoretical loss cost formula. For 1988 the theoretical premium rate was adjusted upwards according to actual loss experience under the program.

For 1987, livestock producers insured under the Livestock Feed Security Program were allowed to select up to four municipalities in accordance with where they secured their feed supplies. In the past, farmers could only select the one municipality where they obtained the majority of their feed supplies.

For 1987, honey producers insured under the Honey Program were given coverage based on their own history of production where records could be verified. In addition, one all province premium was charged instead of on a regional basis as was the case in 1986.

Canada-Manitoba Livestock Feed Security Program

The Livestock Feed Security Program was available in 1986 in all Rural Municipalities and Local Government Districts in Manitoba. The program was also expanded to provide coverage in dollars per animal for P.M.U. mares, steers and heifers, and sheep and goats.

An all province premium rate of 12% was calculated. The farmer premium rate was 6% with the Federal Government providing financial assistance to the program by contributing an amount equal to the insured farmer's premium. The Province provided for all administration costs.

Nine year average base yields were calculated for each municipality for alfalfa, alfalfa-grass mixtures and grasses. Native hay comparisons were made on a farmer by farmer basis. The total hay production

from at least five producers in each municipality was measured and average yields per acre were calculated. These yields were adjusted for quality using a Total Digestible Nutrients (TDN) base of each forage type from each selected producer.

1986 was a very good year for forage production in Manitoba. Most municipalities had average to above average forage production. Only three municipalities, these being Mountain North with 68% of normal, North Cypress with 69% of normal and Reynolds with 65% of normal were in a payout position.

There were 4,020 livestock producers insured with a total premium, including the Federal Government share of \$4,707,115.20. The total dollar coverage was \$39,225,960 with a dollar payout of \$14,221.20.

Canada-Manitoba Waterfowl Crop Damage Compensation Program

The Canada-Manitoba Waterfowl Crop Damage Compensation program is a program to reduce income losses to Manitoba farmers caused by migratory waterfowl damaging crops. Compensation is provided on most crops eligible for coverage under the All-Risk Crop Insurance program.

The Government of Canada and the Government of Manitoba provide equal financial support to the operation of the Canada-Manitoba Waterfowl Crop Damage Compensation program. Under the agreement covering the program, the maximum payment that could be made in Manitoba in 1986/87 was \$936,300.

However, in 1986/87, a total of \$1,050,000 was paid to Manitoba farmers to partially compensate them for losses. The Federal and Provincial Governments agreed to advance additional funds to enable compensation to be paid 100 cents on the dollar.



Manitoba

The Manitoba Crop Insurance Corporation

Report of The Provincial Auditor's Office

We have examined the financial statements, being Exhibits A, B, C and Schedules 1 and 2, of The Manitoba Crop Insurance Corporation for the fiscal year ended March 31, 1987. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of The Corporation as at March 31, 1987 and the results of its operations for the year then ended in accordance with the accounting policies stated in note 2 to the financial statements applied on a basis consistent with that of the preceding year.

June 12, 1987,
Winnipeg, Manitoba

F.H. Jackson, C.A.,
Provincial Auditor.

Exhibit A**The Manitoba Crop Insurance Corporation****Balance Sheet**

As at March 31, 1987

Assets		
	1987	1986
Cash on deposit with the Minister of Finance and in bank	\$ 3,516,933	\$ 3,059,891
Premiums receivable, net of allowance for doubtful accounts of \$709,995, (1986 — \$365,837):		
Due from insured persons	3,308,610	2,822,071
Accrued interest	198,584	176,262
	<u>3,507,194</u>	<u>2,998,333</u>
Amount receivable from Reinsurance Fund of Manitoba (Note 3)	3,464,010	3,680,885
Accounts receivable — Government of the Province of Manitoba	20,932	22
Accounts receivable — other	2,205	3,289
Prepaid expenses	18,616	25,247
	<u>\$10,529,890</u>	<u>\$ 9,767,667</u>
Liabilities and Reserves		
Reinsurance premiums payable (Note 3):		
Government of Canada	\$ 736,868	\$ 452,442
Government of the Province of Manitoba	736,868	452,442
	<u>1,473,736</u>	<u>904,884</u>
Amount payable to Reinsurance Fund of Manitoba (Note 4)	4,000,000	4,000,000
Advance from the Government of the Province of Manitoba (Note 5)	2,000,000	—
Loan from the Government of the Province of Manitoba (Note 6)	—	660,000
Indemnities payable	875,372	2,727,697
Other account and program payables (Note 7)	124,118	209,904
Premiums collected in advance	230,351	441,368
Reserves for the Payment of Indemnities:		
General Crop Insurance, Exhibit B	—	—
Hail Insurance, Exhibit C	1,826,313	823,814
	<u>1,826,313</u>	<u>823,814</u>
	<u>\$10,529,890</u>	<u>\$ 9,767,667</u>

Approved by:

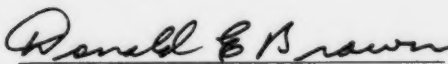
 Director Director

Exhibit B**The Manitoba Crop Insurance Corporation****General Crop Insurance****Statement of Revenue, Expenditure and Reserve for the Payment of Indemnities**

for the year ended March 31, 1987

	1987	1986
Revenue:		
Premiums:		
Insured persons	\$23,861,352	\$22,368,878
Government of Canada (Note 2(B))	23,094,597	21,390,110
	46,955,949	43,758,988
Filing fee	5,175	3,620
Administrative expenses recovered from the Government of the Province of Manitoba, Schedule 1 (Note 2 (C))	4,322,833	4,202,662
Interest	306,102	274,157
Total revenue	51,590,059	48,239,427
Expenditure:		
Administrative expenses, Schedule 1 (Note 2(C))	4,322,833	4,202,662
Reinsurance premiums (Note 3):		
Government of Canada	6,928,379	6,417,033
Government of the Province of Manitoba	6,928,379	6,417,033
Discounts	28,082	8,405
Indemnities	36,575,875	38,949,344
Bad debts	270,521	65,303
Total expenditure	55,054,069	56,059,780
Revenue under Expenditure	3,464,010	7,820,353
Reserve for the Payment of Indemnities:		
Beginning of year	—	—
Recovered from Reinsurance Fund of Manitoba (Note 3)	3,464,010	7,820,353
End of year, Exhibit A	\$ —	\$ —

Exhibit C**The Manitoba Crop Insurance Corporation****Half Insurance****Statement of Revenue, Expenditure and
Reserve for the Payment of Indemnities**

for the year ended March 31, 1987

	1987	1986
Revenue:		
Premiums charged to insured persons at established rates	\$8,255,606	\$8,125,391
Interest	303,420	341,402
Total revenue	8,559,026	8,466,793
Expenditure:		
Administrative expenses, Schedule 2 (Note 2(C))	892,368	880,911
Indemnities	6,535,684	3,696,891
Bad debts	128,475	49,143
Total expenditure	7,556,527	4,626,945
Revenue over expenditure	1,002,499	3,839,848
Reserve for the Payment of Indemnities (Deficit):		
Beginning of year	823,814	(3,016,034)
End of year, Exhibit A	<u>\$1,826,313</u>	<u>\$ 823,814</u>

Schedule 1**The Manitoba Crop Insurance Corporation****General Crop Insurance****Statement of Administrative Expenses**

for the year ended March 31, 1987

	1987	1986
Adjusters' wages and expenses	\$1,335,319	\$1,191,423
Administration and field in-service training	19,109	13,734
Advertising	47,247	30,739
Appeal tribunal	8,184	148
Audit fee	21,493	19,496
Computer equipment, rental and usage	167,301	399,327
Directors' remuneration and expenses	18,068	15,947
District offices' rentals and miscellaneous	47,139	37,953
Employee benefits	145,615	133,678
Employer share of pensions (Note 2(D))	60,560	64,711
Furniture and equipment purchases (Note 2(E))	56,902	51,525
Health and Post Secondary Education Tax Levy	42,989	39,436
Legal fees	17,250	13,034
Miscellaneous	19,353	31,322
Office equipment rentals	10,741	9,135
Postage	32,365	27,563
Printing, stationery and office supplies	106,736	96,536
Salaries	1,975,318	1,845,392
Special studies	551	1,403
Telephone	44,887	41,213
Travel	119,288	119,482
Workers' compensation	26,418	19,465
Total administrative expenses, Exhibit B	<u>\$4,322,833</u>	<u>\$4,202,662</u>

Schedule 2**The Manitoba Crop Insurance Corporation****Hall Insurance****Statement of Administrative Expenses**

for the year ended March 31, 1987

	1987	1986
Adjusters' wages and expenses	\$175,707	\$138,509
Administration and field in-service training	4,777	3,346
Advertising	11,116	12,423
Appeal Tribunal	1,136	37
Audit fee	2,261	2,455
Computer equipment, rental and usage	41,825	99,832
Directors' remuneration and expenses	5,426	3,987
District offices' rentals and miscellaneous	11,175	9,636
Employee benefits	36,403	33,419
Employer share of pensions (Note 2(D))	15,140	16,178
Furniture and equipment purchases (Note 2(E))	6,004	4,251
Health and Post Secondary Education Tax Levy	10,747	9,859
Legal fees	3,732	3,259
Miscellaneous	4,838	7,918
Office equipment rentals	2,685	2,284
Postage	8,091	6,891
Printing, stationery and office supplies	24,179	20,579
Salaries	479,070	461,348
Special studies	551	—
Telephone	11,222	10,303
Travel	29,678	29,531
Workers' compensation	6,605	4,866
Total administrative expenses, Exhibit C	<u>\$892,368</u>	<u>\$880,911</u>

The Manitoba Crop Insurance Corporation
Notes to Financial Statements
March 31, 1987

1. Authority

The Manitoba Crop Insurance Corporation is incorporated under a specific Statute of the Province of Manitoba, being Chapter C-310 of the Revised Statutes of Manitoba, 1970.

2. Significant Accounting Policies

(A) Programs

The Corporation operates general crop and hail insurance programs for Manitoba farmers and accounts for these programs separately.

The Corporation is also responsible for the administration of various agricultural-related programs on behalf of the Government of the Province of Manitoba and the Government of Canada. The funds received to administer these programs are netted against expenditures. The operations of these programs are disclosed in the notes to the financial statements.

(B) Premiums

The Corporation recognizes as revenue all premiums earned on crop policies in force during the year. An agreement between the Governments of the Province of Manitoba and Canada provides for the matching by Canada on a cash basis, of insurance premiums collected from insured persons under the General Crop Insurance Program. The matching portion from Canada is shown as revenue. The insurance premium rates are adjusted annually on a basis of a breakeven position being maintained over 10 to 25 years of crop loss experience.

(C) Administrative Expenses

The agreement between the Governments of the Province of Manitoba and Canada, referred to in section (B) of this note, also stipulates that all administrative expenses relating to the General Crop Insurance Program will be met by the Government of the Province of Manitoba. Certain of these costs are common to both the General Crop Insurance Program and the Hail Insurance Program and are allocated on a basis approved by the Corporation's Board of Directors. Administrative expenses relating to the Hail Insurance Program are met by insured farmers. The Corporation's head office and certain of its field office accommodations are provided by the Government of the Province of Manitoba at no charge to the Corporation and accordingly, are not reflected in these financial statements.

(D) Pensions

In accordance with the provisions of The Manitoba Civil Service Superannuation Act, the Corporation contributes 50% of the pension disbursements made to retired employees. Such payments are charged to operations as incurred and provision is not made in the accounts to fund current or past service obligations to the Superannuation Fund. On the basis of an actuarial report, the unfunded provision for the Corporation's employees amounted to \$1,566,155 as at December 31, 1986 (\$1,397,406 as at December 31, 1985).

(E) Fixed Assets

Furniture and equipment purchases are charged to operations in the year of acquisition.

The Manitoba Crop Insurance Corporation
Notes to Financial Statements
 March 31, 1987 (Cont'd)

3. Reinsurance Funds — General Crop Insurance

In accordance with the terms of a reinsurance agreement between the Governments of the Province of Manitoba and Canada and the Corporation, the Corporation is liable for reinsurance premiums to the Crop Reinsurance Fund of Manitoba and the Crop Reinsurance Fund of Canada for Manitoba, based on premiums collected plus the matching portion paid by the Government of Canada. When indemnities are in excess of Corporation's reserve and certain other conditions are met, payments are made from the Reinsurance Funds to the Corporation. Deficits in the Reinsurance Funds are funded by advances from Manitoba and Canada, which are repayable when there is a surplus in the Reserve for the Payment of Indemnities. During the year ended March 31, 1987, there were \$1,374,319 in such advances made to the Reinsurance Fund of Manitoba from the Government of the Province of Manitoba. As at March 31, 1987, there were \$5,374,319 (1986 — \$4,000,000) in advances to the Reinsurance Fund of Manitoba outstanding from the Government of the Province of Manitoba. Interest is neither credited nor charged to the Funds by Manitoba or Canada.

The changes in the Crop Reinsurance Funds, on a cash basis, for the fiscal year ended March 31, 1987 were as follows:

	Reinsurance Funds	
	Manitoba	Canada for Manitoba
Balances, March 31, 1986	\$1,854,124	\$24,169,898
Add:		
Reinsurance premiums	6,643,953	6,643,953
Advances from the Government of the Province of Manitoba	1,374,319	—
	9,872,396	30,813,851
Deduct:		
Payments on account of indemnities	3,680,885	—
Balances, March 31, 1987	<u>\$6,191,511</u>	<u>\$30,813,851</u>

When taking into account the reinsurance premiums payable to and the amounts receivable from the Crop Reinsurance Funds, as shown on the balance sheet, the position of the two Funds on an accrued basis as at March 31, 1987, is a balance of \$3,464,369 for Manitoba and a balance of \$31,550,719 for Canada for Manitoba.

4. Amount Payable to Reinsurance Fund of Manitoba

The Corporation is liable for the repayment, without interest, of advances from the Crop Reinsurance Fund of Manitoba.

5. Advance from the Government of the Province of Manitoba

When necessary, there is a provision for the Corporation to receive, under the General Crop Insurance Program, interest free working capital advances of up to \$2 million.

6. Loan from the Government of the Province of Manitoba

When necessary, there is a provision for the Corporation to receive, under the Hail Insurance Program, interest free loans to be used for the payment of indemnities.

The Manitoba Crop Insurance Corporation
Notes to Financial Statements

March 31, 1987 (Cont'd)

7. Other Programs

- (A) The Corporation administers the Canada-Manitoba Waterfowl Crop Damage Compensation Program. This program is cost shared between Canada and Manitoba (50/50) and Canada's share of the expenditures is remitted directly to the Province. For the fiscal year ended March 31, 1987, the related transactions are as follows:

Receipts:

Expenditures recovered from the Government of the Province of Manitoba	\$ 1,023,754
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Expenditures:

Indemnities paid	934,913
Estimated indemnities to be paid	32,000
Administrative expenses	56,841
	<u>1,023,754</u>

Balance, March 31, 1987	<u>\$ —</u>
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The estimated indemnities to be paid of \$32,000 are reflected in the financial statements under other account and program payables.

- (B) The Corporation also administers section 89(E) of The Wildlife Act as it applies to compensation for damage to crops caused by migratory waterfowl. Compensation payments are paid entirely by Manitoba. For the fiscal year ended March 31, 1987, the related transactions are as follows:

Receipts:

Expenditures recovered from the Government of the Province of Manitoba	\$ 26,145
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Expenditures:

Indemnities paid	26,145
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Balance, March 31, 1987	<u>\$ —</u>
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8. Comparative Figures

Comparative figures for the year ended March 31, 1986 have been restated, where necessary, to conform with the presentation adopted for the year ended March 31, 1987.

Summary of Participation, Premiums and Indemnities Paid

Year	Contracts In Force	Per Cent Participation	Farmers' Share of Premium	Calculated Premium	Indemnities Paid	Accumulated Loss Ratio
1960-61	2,472	38.1	\$ 255,487.33	\$ 319,359.16	\$ 87,082.62	.27
1961-62	3,654	39.9	434,782.96	543,478.70	1,586,405.96	1.93
1962-63	4,413	48.2	684,249.32	855,311.65	531,503.82	1.28
1963-64	5,142	50.3	816,901.42	1,021,126.77	1,242,164.72	1.25
1964-65	6,141	49.8	940,990.35	1,176,237.93	279,343.44	.95
1965-66	8,610	47.3	1,296,463.67	1,620,579.58	398,792.86	.74
1966-67	12,915	44.7	1,756,916.97	2,196,144.96	796,359.58	.64
1967-68	14,116	48.2	2,065,443.42	2,753,924.56	729,116.62	.54
1968-69	14,481	59.1	2,324,400.17	3,099,200.23	2,288,456.09	.58
1969-70	14,236	58.5	1,945,210.01	2,593,613.34	3,726,865.42	.72
1970-71	13,669	56.5	1,505,169.60	2,006,892.80	2,061,453.99	.75
1971-72	13,233	55.1	2,187,302.66	2,916,403.54	1,018,391.38	.70
1972-73	11,945	50.0	1,895,837.31	2,527,783.08	983,097.98	.67
1973-74	13,585	57.3	2,135,628.65	4,271,257.30	2,216,532.99	.64
1974-75	13,878	58.9	2,846,582.08	5,693,164.16	8,299,434.60	.78
1975-76	14,199	60.3	4,785,416.42	9,570,832.84	9,338,852.32	.82
1976-77	14,583	63.5	5,630,841.95	11,261,683.90	8,881,807.46	.81
1977-78	18,016	80.4	9,384,728.63	18,769,457.26	5,590,626.17	.68
1978-79	15,950	73.0	8,273,606.39	15,547,212.78	6,445,393.25	.63
1979-80	17,275	67.0	8,355,799.19	16,711,598.38	11,177,129.50	.64
1980-81	14,176	68.8	9,763,057.22	19,526,114.44	55,288,685.65	.98
1981-82	14,633	68.8*	12,035,890.51	24,071,781.02	18,770,255.07	.95
1982-83	14,087	68.3**	13,256,058.66	26,512,117.32	22,600,352.08	.93
1983-84	13,837	69.2**	13,329,863.46	26,659,726.92	22,297,580.28	.92
1984-85	14,087	72.6**	15,028,396.00	30,056,792.00	29,543,011.70	.93
1985-86	14,723	78.2**	21,827,710.36	43,655,420.72	33,287,622.21	.90
1986-87	14,671	80.3**	21,509,050.62	43,018,101.24	36,561,653.98	.89

Based on 1981 Statistics Canada estimates of farmers growing eligible crops.

**Assumes farm numbers decreased by 3% annually from 1981 census.

The calculated premium represents the farmer's share plus the Government of Canada contribution.

Summary of Participation

During 1986, 14,671 (80.3 per cent) of the estimated 18,253 persons eligible for insurance had contracts in force — a decrease of .3 per cent over the number insured in the previous year.

Additional (Part II) Hail Insurance Program
Summary of Premiums Received and Indemnities Paid

	Contracts	Per Cent of Seeded Crops Insured	Premium Earned	Indemnities Paid	Accumulated Loss Ratio
1970-71	1,583	12.6	\$ 114,298.29	\$ 112,830.73	.99
1971-72	2,668	21.1	279,918.78	80,115.04	.49
1972-73	2,443	22.2	270,917.12	70,473.72	.40
1973-74	3,626	27.4	550,019.03	616,955.74	.72
1974-75	3,681	27.8	684,576.77	423,160.85	.69
1975-76	4,411	31.7	902,833.45	1,239,490.88	.91
1976-77	4,263	30.2	1,029,237.80	1,197,152.76	.98
1977-78	4,751	28.9	1,261,470.79	1,231,459.60	.98
1978-79	5,062	33.3	1,700,062.19	1,825,162.41	1.00
1979-80	4,260	31.3	1,683,214.65	997,933.30	.92
1980-81	3,518	25.5	1,552,265.42	1,042,709.39	.88
1981-82	4,435	31.2	2,273,062.75	2,266,443.64	.90
1982-83	4,686	34.4	3,196,098.48	2,557,615.60	.88
1983-84	5,104	38.1	3,520,848.66	3,038,093.36	.88
1984-85	6,079	44.1	4,603,874.08	7,728,089.16	1.03
1985-86	6,678	47.2	8,125,390.90	3,696,891.50	.88
1986-87	6,634	46.6	8,255,606.40	6,535,684.42	.87

Additional (Part II) Hail Insurance Program

In 1986, Additional (Part II) Hail insurance coverage was offered to all-risk contract holders for the seventeenth consecutive year. Some 6,634 farmers carried this insurance which represents 46.6 per cent of those who seeded insured crops.

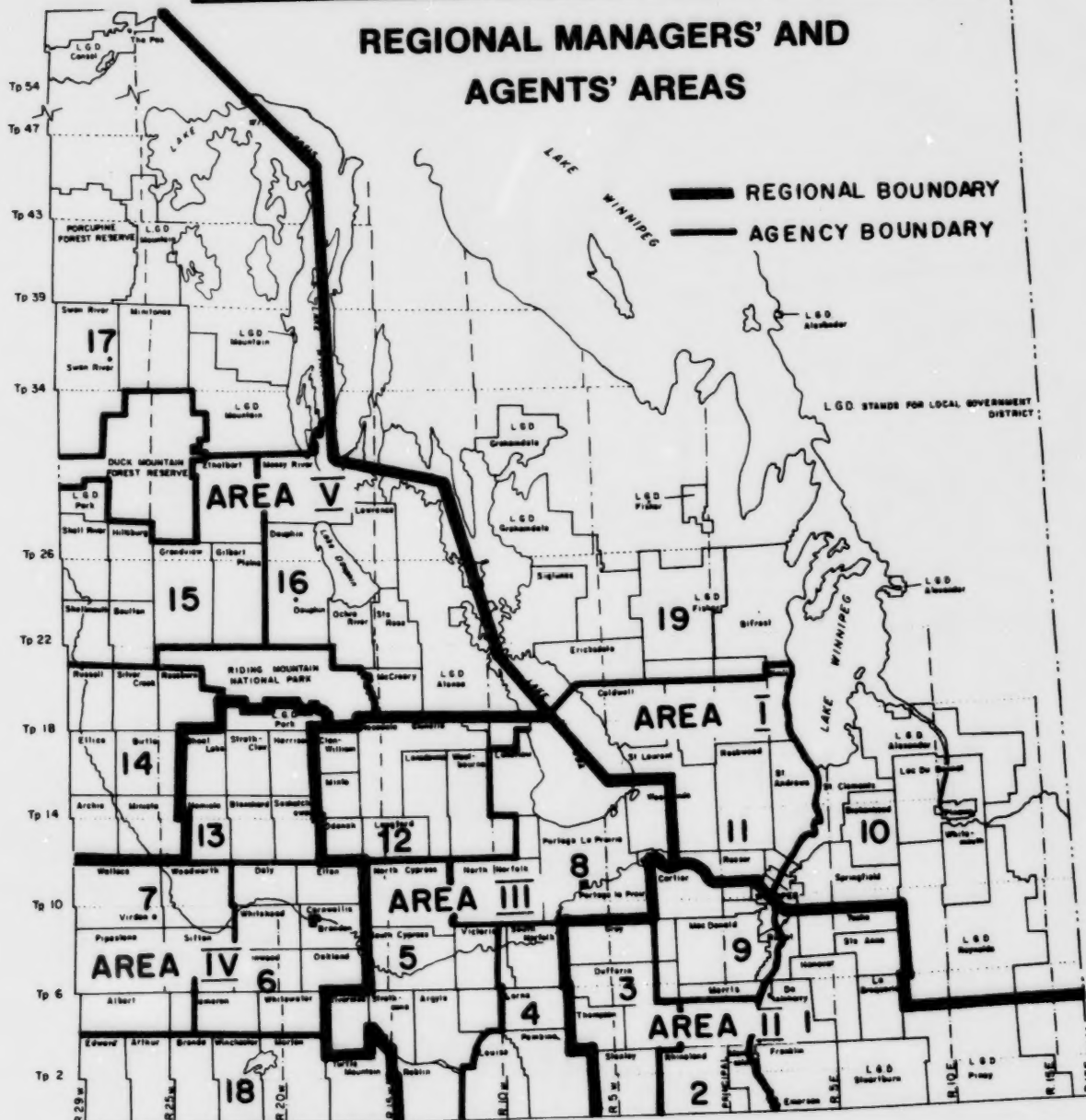
A total of 3.1 million acres were insured and carried a total liability of \$255.9 million. Premium billings totalled \$8,255,606 which amounts to 3.2 per cent of the liability.

Of the 6,634 farmers insured, a total of 1,318 (19.9 per cent) received indemnity cheques amounting to \$6,535,684. For every premium dollar billed, \$0.79 was paid in settlement of claims.

Schedule 3
Summary of Insurance Written
for the Year Ended March 31, 1987

	Acres	All-Risk Premium	Coverage	Acres	Hall Spot Loss Premium	Coverage
Red Spring Wheat	2,313,744.5	6,276,081.34	182,098,145.61	2,084,762.3	1,675,008.03	165,079,574.56
Oats	136,537.5	326,962.89	5,825,709.35	116,981.5	52,930.34	5,064,605.73
Barley	817,822.3	1,831,494.19	57,993,890.26	733,201.0	550,220.15	52,284,032.45
Flax	599,175.1	2,118,619.29	41,582,580.19	570,542.1	376,037.46	39,701,748.18
Sugar Beets	21,323.4	218,920.27	7,101,792.28	18,338.4	36,008.79	6,103,514.90
Fall Rye	21,491.6	66,204.50	1,230,873.43	18,280.6	11,594.72	1,053,200.73
Rapeseed	652,775.6	2,946,849.79	56,400,258.77	609,784.5	801,014.57	52,795,097.44
Mustard	21,392.0	120,667.76	1,416,276.19	19,047.0	21,059.93	1,259,778.19
Sunflowers	37,840.5	116,708.21	3,196,247.35	33,905.5	28,067.29	2,880,393.82
Buckwheat	23,165.0	118,184.62	824,134.75	22,009.0	20,083.88	784,482.49
Field Peas	99,879.9	321,559.27	8,843,931.55	97,278.9	143,622.87	8,614,128.68
Unseeded Acreage	164,621.5	82,848.57	3,564,143.00	—	—	—
Grain Corn	28,980.0	210,407.90	3,377,186.15	28,144.0	33,945.27	3,284,426.18
Durum Wheat	243,810.2	609,209.28	18,966,141.22	221,898.0	176,295.45	17,400,603.77
Silage Corn	5,257.8	19,640.92	649,167.66	5,162.8	5,972.13	637,773.66
Mixed Grain	18,595.0	43,296.16	831,675.87	16,209.0	7,145.99	732,792.74
Potatoes	27,537.8	441,855.07	12,128,088.66	22,878.8	73,550.17	10,089,332.42
Forage Hay	65,261.7	199,456.87	2,417,205.46	42,894.9	14,052.18	1,876,102.60
Utility Wheat	238,465.8	741,577.17	21,053,617.17	223,378.3	192,433.06	19,767,901.11
Lentils	26,007.3	148,321.98	2,098,458.28	25,264.3	27,528.37	2,041,338.36
Fababeans	5,660.0	23,531.81	312,876.20	5,660.0	3,968.27	312,876.20
Canaryseed	33,227.5	65,903.28	1,523,998.04	32,774.5	12,175.62	1,503,874.20
Field Beans	9,744.0	51,473.84	1,036,789.54	9,744.0	12,304.24	1,036,789.54
Triticale	40.0	124.16	4,110.40	40.0	45.20	4,110.40
Pedigreed Timothy Seed	5,417.0	13,186.60	196,687.95	5,202.0	1,769.31	190,355.45
Soybeans	100.0	342.21	9,438.00	100.0	113.00	9,438.00
Ped. Tim. Seed Est. Opt.	1,023.0	1,602.87	21,960.00	—	—	—
Winter Wheat	13,551.0	46,056.60	967,705.60	11,031.0	9,118.75	802,649.98
Pedigreed Alfalfa Seed	2,558.0	13,708.79	236,925.01	2,278.0	2,906.28	212,485.01
Ped. Alfa. Seed Est. Opt.	327.0	383.57	6,290.00	—	—	—
Vegetables	290.0	14,337.99	225,404.80	290.00	2,311.05	225,404.80
Total all Crops	5,635,612.0	17,189,517.77	436,141,708.74	4,977,080.4	4,303,282.37	395,748,811.59

REGIONAL MANAGERS' AND AGENTS' AREAS



Regional Managers:

Area I - H.F. Popoff — Stonewall
 Area II - W.J. Moffat — Sanford
 Area III - H.A. Hamilton
 — Portage la Prairie
 Area IV - D.A. Benzie — Souris
 Area V - W.J. Wowchuk — Dauphin

Area Agents:

01 G.L. Loeppky — St. Pierre
 02 B.D. Hildebrand — Altona
 03 K.K. Porter — Carman
 04 A.D. McPhee — Somerset
 05 D.W. East — Glenboro
 06 L.G. Perrin — Souris
 07 L.B. Collier — Virden
 08 G.R. Small — Portage la Prairie
 09 C.L. Jessen — Sanford

Area Agents: (continued)

10 L.E. Zieske — Beausejour
 11 L.D. Ciszewski — Stonewall
 12 T.K. Girling — Neepawa
 13 K.L. Tiller — Hamiota
 14 W.F. McKerchar — Birtle
 15 T.K. Britton — Grandview
 16 A.N. Kotyk — Dauphin
 17 G.E. McClintock — Swan River
 18 J.M. Park — Deloraine
 19 C. Bernier — Fisher Branch

RISK AREAS

